

## Message Text

LIMITED OFFICIAL USE

PAGE 01 JIDDA 02504 031031Z

ACTION NEA-10

INFO OCT-01 EUR-12 IO-13 ISO-00 AF-10 EB-08 TRSE-00

CIAE-00 INR-10 NSAE-00 PA-01 /065 W

-----084417 031540Z /72

R 030929Z APR 78

FM AMEMBASSY JIDDA

TO SECSTATE WASHDC 1602

INFO AMEMBASSY BONN

AMCONSUL DHAHRAN

USMISSION GENEVA

AMEMBASSY LONDON

AMEMBASSY PARIS

USDOC WASHDC

USLO RIYADH

LIMITED OFFICIAL USE JIDDA 2504

E.O. 11652: N/A

TAGS: ETEL, SA

SUBJECT: EVALUATION OF FIRMS BIDDING ON ARABSAT CONSULTANCY  
CONTRACT

REF: KUWAIT 1319

AS A GENERAL FOLLOWUP TO THE AWARDING OF THE ARABSAT CONSULT-  
ANCY CONTRACT TO THE AMERICAN COMSAT GENERAL CORP., EMBASSY  
IS LISTING FOR YOUR INFORMATION THE RELATIVE RANKING OF THE  
SIX FIRMS THAT COMPETED FOR THIS CONTRACT. BASED ON A  
SENSITIVE DOCUMENT OBTAINED FROM THE SAUDI MINISTRY OF PTT,  
LISTED BELOW ARE, IN DECREASING ORDER OF PREFERENCE,  
THOSE COMPANIES AS EVALUATED BY PTT. U.S. DOLLAR  
FIGURES GIVEN REFLECT COST ADJUSTMENTS CRANKED INTO EACH  
BID BY THE SAUDI ARABIAN EVALUATOR. THE NUMBER IN  
BRACKET, WHICH FOLLOWS THE DOLLAR AMOUNT, IS SAG EVAL-  
UATION RATING FOR EACH COMPANY WITH 38 POINTS BEING  
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 JIDDA 02504 031031Z

HIGHEST POSSIBLE TOTAL FOR PERFECT COMPLIANCE WITH  
ARABSAT TENDER:

1. COMSAT GENERAL CORP. USA  
US \$17.23 TO 21.7 MILLION (E7)

2. CABLE AND WIRELESS/TELESAT U.K./CANADA

US \$23.9 MILLION (32)

3. DETECON WEST GERMANY

US \$31.78 MILLION (23)

4. TELESUISSE SWITZERLAND

US \$19.92 MILLION (22)

5. ARAB EUROPEAN AMERICAN CONLSULTING GROUP,

PARIS HEADQUARTERS

US \$22.4 MILLION (21)

6. INTERNATIONAL INFORMATION SYSTEMS USA

US \$31.5 MILLION (10)

WILEY

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CONTRACTS, COMMUNICATION SATELLITES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 apr 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978JIDDA02504  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780143-0851  
**Format:** TEL  
**From:** JIDDA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t197804100/aaaadhby.tel  
**Line Count:** 76  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 284bb2a5-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 KUWAIT 1319  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 05 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2817462  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EVALUATION OF FIRMS BIDDING ON ARABSAT CONSULTANCY CONTRACT  
**TAGS:** ETEL, SA, ARABSAT  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odhc://SAS/SAS.dbo.SAS\_Docs/284bb2a5-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014